

Where It's @ Loudoun

News from the Frontier of Innovation

Loudoun County Department of Economic Development

Science & Technology Cabinet Meets at Morven Park

The inaugural meeting of Loudoun's Science & Technology Cabinet was held April 26th at the Morven Park Coach House in Leesburg. Attending the meeting were more than thirty of the nation's recognized leaders in the fields of biotechnology and information technology, as well as representatives from the Loudoun County government and school system.

Terry Sharrer, Curator of Health Sciences for the Smithsonian Institution and leader of the Cabinet, opened the meeting by recognizing the achievements of the participants, and outlining his hopes for the Cabinet. Dr. Sharrer said that he hopes the Cabinet will help Loudoun County and the region grow into a global center for science and technology, leading to benefits for people all over the world.

The Cabinet will advise the Department of Economic Development and will work to build useful relationships among its participants, improve communications among major scientists, citizens, and businesses, and attract funding or resources to the community and region. The group also plans to support the development of appropriate industry and educational clusters in the area, and to develop a science & technology plan of future goals and strategies.

The half-day event included a presentation on the "Fusions of Medical Genomics and Bioinformatics" by Clark Tibbetts, Ph.D., Senior Scientific Advisor at the US Air Force Headquarters. Dr. Tibbetts' research, along with assistance from the armed forces, the Naval Research labs, and the Defense Threat Reduction Agency, is focusing on disease diagnosis and treatment using gene chip analysis.

Other highlights of the event included a briefing by Dr. John Wilson, new dean of The George Washington University Virginia Campus, and a group discussion about the infrastructure that will be required for Loudoun County to attract the bioinformatics industry. The Cabinet plans to meet four times per year; the next meeting will be July 26th.

Department's New Prospect Activity—April:

- ? Responded to 89 requests for general information
- ? Sent out 92 marketing packages
- ? Delivered 6 proposals and presentations
- ? Conducted 3 tours
- ? Worked with 12 new and 35 on-going prospects
- ? Prepared 4 Open Door Certificates

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DED Continues its International Outreach Efforts

? Continuing DED's efforts to form international relationships, Business Ambassador Pam Treadwell visited with and provided Loudoun information to **Scottish Development International** (SDI) in April. SDI is a one-stop shop for US and Scottish companies interested in establishing locations in each others' country.

? On April 16, DED hosted the **British Embassy's** First Secretary of Trade and Vice Consul of Trade. Pam Treadwell provided them with a county overview and tour. Mike Yeager, CEO of Categoric Software, a UK company with its US headquarters in Loudoun, met the group and relayed why they found the county attractive for international business.

Announcements and Expansions

New Business



Utica Contracting takes its name from Utica, New York, a grounded, valued-based community, and was formed on the basic foundations of honesty, loyalty and integrity.

? **Utica Contracting** (www.uticacontracting.com) will be moving from Oakton to Loudoun Tech Center in June. The company, founded in 1993, is a full service general contractor and construction manager offering build-out, total building renovation, new construction, and full design-build services. The new office will be 2,800 square feet and employ a staff of 12.

? **A federal government office** (www.firstgov.gov) has opened in 100,000 square feet of space at Dulles North Corporate Park. The number of employees working at the location is undisclosed. An additional branch office for the federal government will be moving into 5,680 square feet of space at Loudoun Center in May. The locations reflect an increase in federal government leases since September 11.

? **Care of Trees** (www.careoftrees.com) was presented with an Open Door Certificate by Loudoun

County Board Chairman Scott York April 26 to commemorate the official opening of its new Mercure Business Park location. Care of Trees, which announced plans to locate in Loudoun in 2001, constructed a new 10,000 square foot facility which demonstrated the company's commitment to preserving & protecting trees. Hundreds of dogwoods, pines, oaks, and native cedars were safely moved from the site prior to construction, and the new building is situated on a forested lot.

? Chairman York also presented **Northern Virginia Community College Loudoun Campus** with an Open Door Certificate to commemorate the opening of its new theater, art studio, and classroom building in Sterling. The C.E. Waddell Building is named after retired state senator Charles Waddell.



Wegmans specializes in family-ready meals prepared by professionally trained chefs.

Retail Business

? Calling all epicureans, and Loudouners just too tired to cook! **Wegmans** (www.wegmans.com), an 86-year old, New-York based, award winning grocery store chain will open its first Virginia grocery store in Sterling in 2004. A newly constructed, 130,000 square foot store will replace the existing empty Wal-Mart building on Route 28 near Waxpool Road, and will feature a full selection of everyday items, as well as specialty gourmet and health food selections. Wegmans has been recognized as one of the 'Top 100 Companies to Work For' by *Fortune* magazine, as one of the top employers for working mothers by *Working Mother* magazine, and for its environmental efforts and support for multiple community causes and organizations.

Existing Business

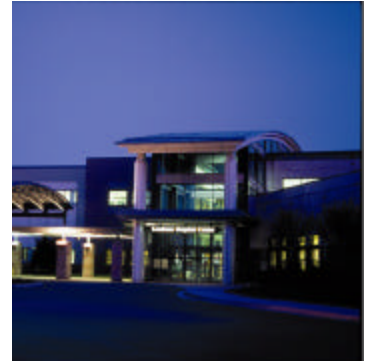
As part of their expansion plans, **The Loudoun Hospital Center** was visited in April by members of the Fitch and Standard & Poor's bond rating agencies from New York. DED Director Larry Rosenstrauch assisted with the visit by giving the agencies a presentation and a tour of Loudoun. The hospital's expansion plans include a new operating room, a new 24-bed maternity ward, converting the existing maternity ward to a 37-bed medical/surgical unit, and renovating and expanding the emergency department. The expansion is projected to be completed in 2004.

Noteworthy

Co-Star Group (www.costar.com), one of the nation's leading providers of electronic commercial real estate information, has published its 2001 year-end national office market statistics. Of the thirty-six large markets profiled, the Washington office market had the second lowest overall vacancy rate at 10.5%, the third highest average rental rates, and ranked first for year-to-date net absorption. It also ranked first for the largest amount of square footage under construction, and topped the list for the amount of square footage delivered in 2001. Washington ranked third behind New York City and Los Angeles for the total amount of existing rentable building area (RBA). Some of the lowest rankings in the survey were given to the Raleigh/Durham and Dallas/Ft. Worth markets for their 17.4% and 19.8% vacancy rates, respectively, and to Cincinnati for its lowest overall rental rates of \$16.16 per square foot.

The 15th Annual **Washington Techway Fast 50** included five Loudoun companies in its list of the 50 companies with the highest percentage of revenue growth over the five previous fiscal years. **Current Analysis**, which provides clients with analysis and research on competing companies, placed fourth among the 50 with a five-fiscal-year growth rate of 6,047.4%. 11th ranked **NLX** designs and manufactures simulation systems that provide training to military and commercial aircrews, navigators and maintenance personnel. Sterling's **Healthscribe**, which is an Internet-enabled national outsourcer providing medical transcription and data management service to healthcare systems, ranked 13th. 18th ranked **Technica Corporation**, a technology services and product solutions provider, made the list for the third year in a row. Rounding out Loudoun's share of the list was 40th ranked **Sterling Semiconductor**, which was established in 1996 to manufacture silicon carbide (SiC), a material with semiconductor properties used to make advanced electronic devices.

The Washington "Post 200" list of Washington area companies with the highest fiscal 2001 revenue came out April 29 and also included some of Loudoun's best. **Atlantic Coast Airlines**, **Orbital Sciences**, **Vastera**, **SteelCloud**, **Precision Auto Care**, and **FastComm Communications** all made the list of top public companies. **WorldCom** made the individual list for top telecomm companies with the highest revenue.



Loudoun Hospital Center has been dedicated to community health service since 1912.



This year's *Washington Techway Fast 50* recognized five Loudoun companies. Meanwhile, The Post 200 list recognized Loudoun companies with the highest 2001 revenue.



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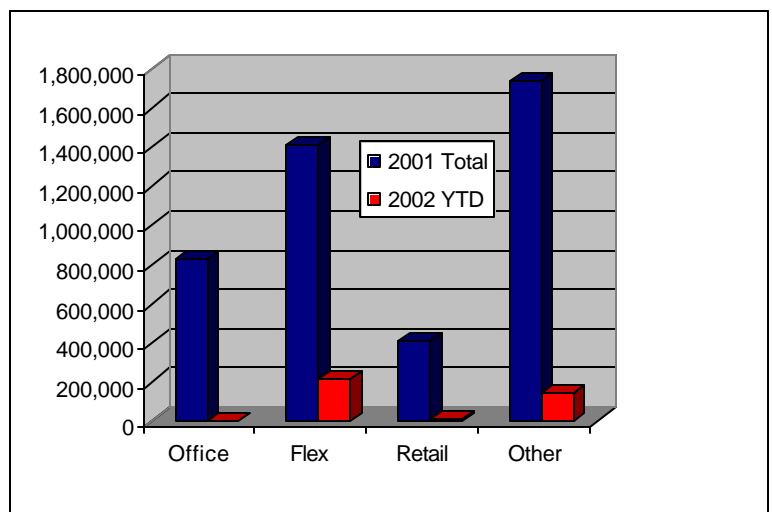
Department News

- ? DED's Robyn Bailey and the planning department's John Merrithew hosted a **Loudoun County Government bus tour** for about 40 employees of the Sheriff's Office, Building & Development, Library Services, and other county departments. The tour focused on eastern Loudoun's business development.
- ? Towns Outreach Coordinator Christina Winn attended the **ULI Real Estate Trends Conference** at the National Building Museum in Washington April 16. The conference featured 11 sessions on the most compelling issues affecting real estate development in the Washington Region.
- ? May 18 and 19 Ag events. The fun filled weekend kicks off on Saturday from 10 to 4 with the **Loudoun Ag-Rural Festival**. Then head onward to the **Spring Farm Tour**, which runs Saturday and Sunday at 19 Loudoun farms and wineries. Check out all the details at www.rural-loudoun.state.va.us.
- ? DED's Robyn Bailey, Lou Nichols and Christina Winn hosted a **Broker Briefing** April 30 at the Dulles North Corporate Center. The event included a presentation of the department's new marketing materials and a question and answer period. Approximately 40 people attended the briefing.

Construction Activity

In March 2002, Loudoun County permitted 328,710 square feet of nonresidential construction. The March value of new buildings (\$20,402,432) and alterations (\$12,519,591) is over \$32.9 million.

- ? Office — 0 SF in March and 4,446 SF in February
- ? Flex/Industrial — 219,790 SF in March and 0 SF in February
- ? Retail — 6,383 SF in March and 0 SF in February
- ? Other — 102,537 in March and 33,280 SF in February
- ? Taxable — 308,980 in March and 15,026 SF in February
- ? Route 28 — 222,982 in March and 0 SF in February



Nonresidential Construction — Square Feet Permitted
2001 Total and January-March 2002